

Headquarters U.S. Air Force

Integrity - Service - Excellence

NETCENTS-2 STRAIGHT TALK Industry Briefing



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Overview



- **The Government Web Site**
- **Definitions and Framework**
- **Objectives & Benefits**
- **Schedule**
- **Strategy**
- **2013 NDAA**
- **Opportunities in 2013**



Q and A in the Afternoon Panel Session



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USAF IT Acquisition Guide



The screenshot shows the Air Force NETCENTS website interface. At the top, there is a navigation bar with links for HOME, NEWS, CONTRACTS, LIBRARY, and QUESTIONS. The main content area is divided into several sections:

- NETCENTS**: Contains logos for NETWORK-CENTRIC SOLUTIONS, NETCENTS, and NETCENTS-2.
- NETCENTS NEWS**: Lists recent news items such as "NETCENTS-2 Town Hall Briefing Slides (12 July 2012)" and "NETCENTS-2 EISM Available for Enterprise IT Management".
- AF IT Aquisitions**: A section header with a red circle around it, containing a link to the **AF IT Acquisition Guide**.
- Inside NETCENTS**: Includes a search bar, navigation and weblinks, and a list of contracts for NETCENTS-1, NETCENTS-2, and NetCentric Products.

At the bottom of the page, there is a footer with the text "The Official Web Site of Air Force Network Centric Solutions" and links for Site Map, Contact Us, Questions, Security and Privacy notice, and E-publishing. The URL <http://www.netcents.af.mil/contracts/netcents-2/index.asp> is overlaid at the bottom of the screenshot.



NETCENTS-2 Requirements Category Descriptions



Category	Description
Net centric Products (COTS Only)	Networking equipment, servers/storage, peripherals, multimedia, software (shrink wrapped), identity management/biometric hardware and associated software, delivery, warranty, maintenance
NETOPS & Infrastructure Solutions	Network mgt/defense, SOA infrastructure, enterprise level security/mgt and implementation/ops, telephony infrastructure & services
Application Services	Systems sustainment/development, migration, integration and netcentric data services, web services, COTS software integration, smart phone apps
Enterprise Integration & Service Management (EISM)—A&AS	Services to enable enterprise integration service management support for both infrastructure and mission capabilities (enterprise level support)
IT Professional Support & Engineering Services (ITPS)—A&AS	IT Program Management Support and Engineering Services (program level support)



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NETCENTS-2 Strategy Framework



#	Title of Acquisition Category	Type of Competition	Est. # of Awards	Ordering Period	Ceiling (in \$B)	NAICS
#1	Net centric Products	Full and Open	6-9	6 yrs	7.40	334210
#2	NETOPS & Infrastructure Solutions	Full and Open	6-9	7 yrs	7.91	517110
#3	NETOPS & Infrastructure Solutions*	Small Business Only*	6-9	7 yrs	5.79	517110
#4	Application Services	Full and Open	6-9	7 yrs	.96	541511
#5	Application Services* <i>AWARDED</i>	Small Business Only*	6-9	7 yrs	.96	541511
#6	EISM (A&AS) - <i>AWARDED</i>	Full and Open	6-9	5 yrs	.46	541512
#7	ITPS (A&AS) - <i>ON HOLD</i>	Small Business (SD Vets)	6-9	5 yrs	.71	541512

AF Small Business goals met by SB competition within NETCENTS-2 when SBs can meet the requirements



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Objectives



- **Create an enterprise ordering vehicle that will allow USAF customers to acquire IT products and services that:**
 - **Leverages USAF buying power to meet strategic sourcing goals**
 - **Meet or exceed operational Net-Centric requirements**
 - **Ensure technical compliance with AF and DoD standards**
 - **Meet or beat required delivery timeframes**
 - **Promote Small Business/Support Goals**

✓ **Industry will play a key role in achieving these objectives**

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NETCENTS-2 Benefits

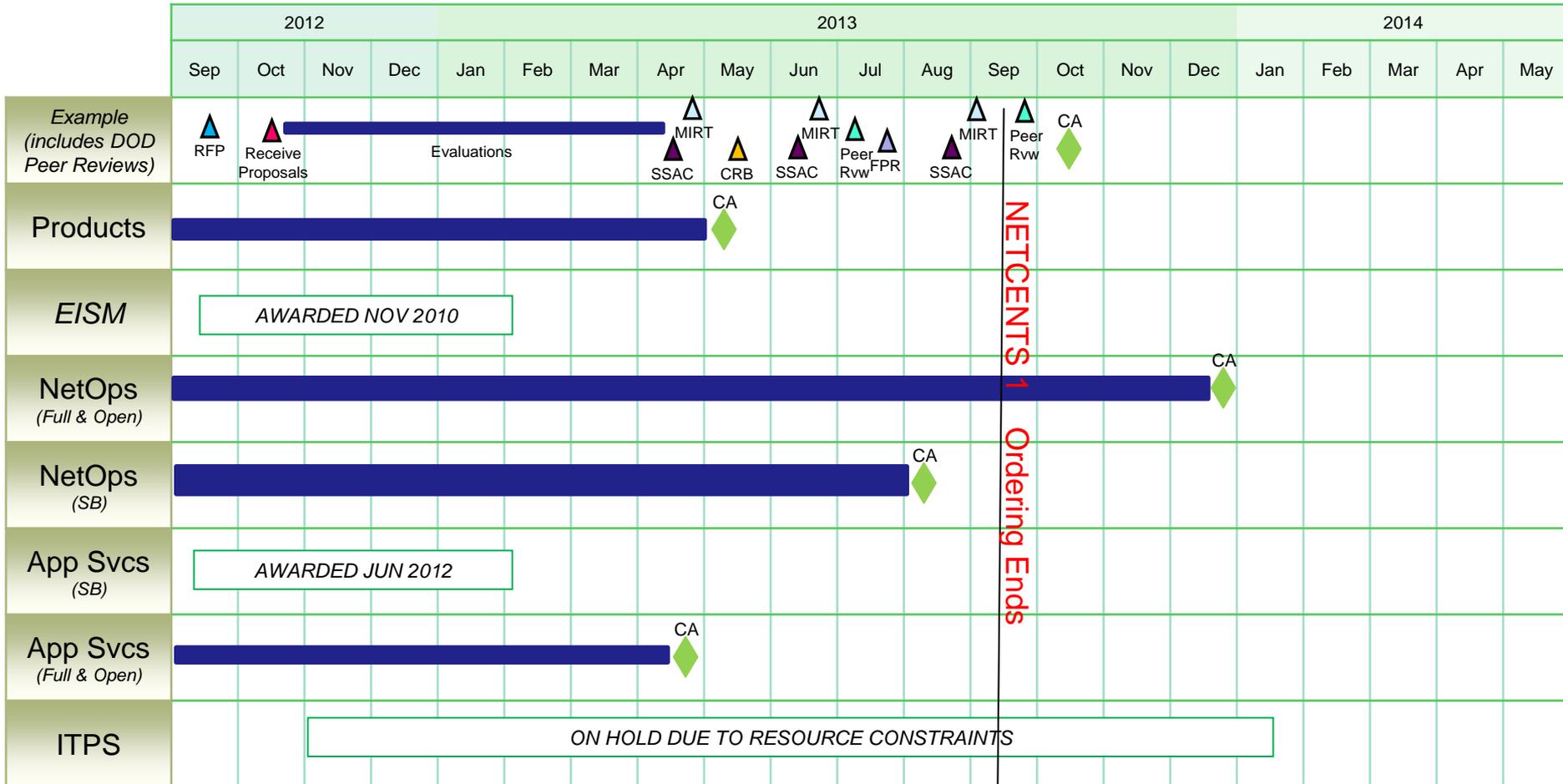


Benefits/Outcomes	NETCENTS-2 Strategy
Reduced IT support costs through leveraging \$24B in IT requirements for best pricing	<ul style="list-style-type: none"> -Mandatory Use of contracts & inability to get waivers -(Saved \$110M on hardware purchases alone on NETCENTS to date)
Reduced IT support costs through fewer configurations to maintain	<ul style="list-style-type: none"> - Mandatory Buying Standards/ Configurations for specific hardware
Increased interoperability through common standards and configurations	<ul style="list-style-type: none"> - Mandatory use PWS templates include common standards and compliance (such as Implementation Baseline, IA, IPv6)
Improved IT asset visibility; address Supply Chain Risks	<ul style="list-style-type: none"> - Utilizing one USAF system for unclassified asset procurement and tracking – AFWay
Reduced procurement overhead and delivery time	<ul style="list-style-type: none"> - Use of ID/IQ contracts allows customers do write task orders (FAR Part 16) instead of contracts (FAR Part 15) against prequalified vendors (saves contracting officer & Acq effort) - Use of templates, standards decreases delivery time - Prequalified pools of vendors



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NETCENTS-2 Schedule



NETCENTS 1 Ordering Ends

- ▲ RFP – Request for Proposals
- ▲ Receive Proposals
- ▲ CRB – Competitive Range Brief to SSA
- ▲ MIRT – Multifunctional Independent Review Team
- ▲ SSAC – SSAC Briefings
- ▲ Peer Review
- ▲ FPR – Request Final Proposal Revisions
- ▲ SSD – Source Selection Decision
- ◆ CA – Contract Award



Small Business & 8(a) Considerations



- If a requirement has been accepted by SBA under the 8(a) Program, it must remain in the 8(a) Program unless SBA agrees to its release in accordance with 13 CFR parts 124, 125 and 126
- For acquisitions of supplies or services that have an anticipated dollar value exceeding the simplified acquisition threshold, the contracting officer shall consider NC-2's SB companion contracts before considering full and open contracts

Delivering Cost Effective Solutions

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Key Strategy Elements



■ Small Business (SB) Benefits

- Two SB Companion contracts: NetOps and AppSvs
- ITPS: set-aside for Service Disabled Veteran Owned Businesses
- Non-set-asides require minimum 23% SB subcontracting
- Possible \$7.5B out of \$24.2B available to SB





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Key Strategy Elements



■ On-Ramps

- PEO review/decision to hold an On-Ramp will occur lead time before planned awards
- Provides opportunity to increase competition, respond to emerging technologies
- “Same” RFP process and evaluation criteria
- Responsive to 2013 NDAA NETCENTS-2 Language

■ Mandatory Use Policy (update in progress)

- Use of NETCENTS-2 mandatory for all USAF units
- Contractors purchasing under NETCENTS-2
- Will ensure adherence to AF Enterprise Architecture
- Waiver process requires substantial justification
- ITPS: only NETCENTS-2 contract that is NOT Mandatory

Illustration of On-Ramp (O/R) Approach



Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Products	Base Period		▲ O/R	Option		Option	Option
NetOps SB	▲ O/R	Base Period		▲ O/R	Option	Option	Option
NetOps F&O	Base Period		▲ O/R	Option	Option	Option	
Application Svcs	Base Period		▲ O/R	▲ O/R	Option	Option	Option
EISM	Base Period		▲ O/R	Option	Option		
IT Prof. Support	Base Period		▲ O/R	Option	Option		

Planned timing of on-ramp awards shown--timing may vary due to resource constraints



NETCENTS-2 2013 NDAA



- Requires Plan to Increase the Number of Eligible Contractors
 - Recommendation and Rationale for max number of contractors
 - Methodology used to periodically review existing contractors
 - Time line for On Ramps

- Acquisition Plan calls for On Ramps
 - Strategy will increase eligible contractors





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Opportunities



- Looking into the Crystal Ball for 2013
 - Challenges for IT
 - Operating in an Uncertain Budget Environment
 - Continuing Resolution, Continuing Resolution....
 - Fiscal Cliff
 - No Tech Refresh
 - More DoD IT Consolidation
 - Cyber Security!
 - Legacy, program-level management applications in government are reaching the end of their life cycles and will trigger an extended period of investment?
 - FEB BIZ OPS – Active Opportunities



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